

Message Text

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PAGE 01 BONN 03187 221050Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 IO-13 CIAE-00 DODE-00
NSAE-00 NSCE-00 SSO-00 USIE-00 INRE-00 L-03 SS-15
CAB-02 COME-00 DOTE-00 INR-10 FAA-00 H-01 /065 W
-----114865 221054Z /16

O P 221041Z FEB 78
FM AMEMBASSY BONN
TO SECSTATE WASHDC IMMEDIATE 6053
INFO AMEMBASSY LONDON PRIORITY
AMEMBASSY THE HAGUE PRIORITY
AMEMBASSY PARIS PRIORITY
AMEMBASSY BRUSSELS PRIORITY
AMEMBASSY BERN PRIORITY

C O N F I D E N T I A L BONN 03187

E.O. 11652: GDS
TAGS: EAIR, ECAC, GW
SUBJECT: CIVAIR: ECAC MEETING ON AIR FARES AND CHARTERS

REF: A. STATE 41523 B. PARIS 5718

IN ABSENCE OF PAAS ON LEAVE, EMBOFF BROUGHT UP FEBRUARY
15-16 ECAC MEETING IN FEBRUARY 21 DISCUSSION WITH
STUKENBERG. STUKENBERG UNWILLING TO GET SPECIFIC
ABOUT LATEST MEETING BUT SAID THAT ECAC DID NOT RPT
NOT HAVE A COMMON POSITION ON FARES AND HAD NOT CHANGED
POSITION ON CHARTERS SINCE THAT CONVEYED TO US LAST
FALL IN USG MEETING WITH ECAC. HE SAID THAT THERE HAD
BEEN DISCUSSIONS AT ECAC ON FARES BUT NO DETAILED
AGREEMENT. HOWEVER, HE FELT THAT THERE WAS SUPPORT
"ALL OVER ECAC" FOR GERMAN POSITION WHICH IS THAT ONLY
RESPONSE TO COMPETITION FROM CHARTERS AND FROM LAKER
SKY TRAIN SHOULD BE SUPER APEX FARE AS IT IS PLANNED
FOR NEXT SEASON. THAT IS, LOW ENOUGH TO COMPETE BUT
LIMITED TO ONE CARRIER AND WITH NO INTERMEDIATE STOPS
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AND WITH RESTRICTIONS ON NUMBER OF SEATS AVAILABLE AT
LOW FARES. STAND-BY FARE, HE SAID COULD NOT BE
SATISFACTORY UNTIL SOME SOLUTION TO THE NO SHOW
PROBLEM WAS FOUND.

MEEHAN

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MEETINGS, AIR FARES, SUPPLEMENTAL AIRLINES, MEETING REPORTS
Control Number: n/a
Copy: SINGLE
Draft Date: 22 feb 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BONN03187
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780079-0950
Format: TEL
From: BONN
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780230/aaaaayys.tel
Line Count: 61
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 05c0b7d2-c288-dd11-92da-001cc4696bcc
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: ONLY
Reference: 78 STATE 41523
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 24 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3529691
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: ECAC MEETING ON AIR FARES AND CHARTERS
TAGS: EAIR, GE, ECAC
To: STATE
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/05c0b7d2-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014